

INSTRUCTIONAL EQUIPMENT REQUEST

2018-2019

Internal Use
IE #: Fall-09
Total \$: _____

Requester Name: Dan Marschak Division Name: Arts & Humanities

SUMMARY INFORMATION

Title of Item: Performance Piano for Rehearsal Room

Equipment Location Building: 4000 Room: 4127

Location Comments:

After discussions with the Theater Department and the Stage Manager, we all agree that 4127 is the best option for a smaller recital space within the Mertes Center.

SECTION 1: EQUIPMENT DESCRIPTION

The equipment is: ☐ A Replacement ☐ An Upgrade ☒ New Equipment/Technology

Describe the specific equipment requested and how it will be used to replace, upgrade or provide new technology to LPC from what is currently in place:

A performance-quality grand piano is requested for the Rehearsal Room in the Mertes Center, so that the music department can incorporate a more intimate music venue than the Main Stage into our concert schedule. The Steinway Model B piano is the perfect instrument for a small recital hall. At 6'11" it is large enough to work great acoustically in this space, and not so large that it will be in the way of other classes and performances. Currently there are only poor quality upright pianos in the Black Box and the Rehearsal Room as all of our grand pianos are in use in classrooms. This instrument will fill a major need for our department.

Steinway instruments are the performance standard for all other pianos both in physical performance and tone quality. They are used almost exclusively on the concert stage and music competitions worldwide. For our students to develop the proper techniques and ear training they need to succeed in their musical education, they need to be exposed and become familiar with Steinway instruments.

Our fleet of pianos is mostly composed of Steinway & Sons and Boston pianos, including our Concert Grand in our Main Stage. Having instruments from the same manufacturer guarantees continuity between the practice instruments, the teaching instruments and our concert pianos. Physical technique and tonal training is not lost when playing an instrument in a different location within the school and our students are not wasting time preparing their studies on lesser pianos.

This Model B would be the most prized possession in the Department. This purchase will also be an important one for the Community as well. Once a School has a Steinway concert grand they are able to promote and offer this space for rent which will now include a beautiful Steinway grand and can help with revenue and promotional opportunities.

LPC - RECEIVED

SEP 28 2018

ADMINISTRATIVE SERVICES

SECTION 1: EQUIPMENT DESCRIPTION (contd)

If applicable, describe the legal requirement, mandate, or safety concern for purchase of this equipment, making specific reference to the legal requirement or regulation:

SECTION 2: LPC MISSION STATEMENT AND LPC PLANNING PRIORITIES

LPC MISSION STATEMENT:

LPC is an inclusive learning-centered institution providing educational opportunities and support for completion of students' transfer, degree, basic skills, career-technical, and retraining goals.

LPC PLANNING PRIORITIES:

- ❖ **Accreditation:** Establish regular and ongoing processes to implement best practices to meet ACCJC standards.
- ❖ **Curriculum:** Provide necessary institutional support for curriculum development and maintenance.
- ❖ **Tutoring Services:** Expand tutoring services to meet demand and support student success in Basic Skills, CTE, and Transfer courses.
- ❖ **Professional Development:** Coordinate available resources to address current and future professional development needs of faculty, classified professionals, and administrators in support of educational master plan goals.

Specify how the equipment supports LPC's Mission Statement and Planning Priorities:

A high-quality instrument for our music students to practice and perform with is essential for student success and achieving SLOs. Students will play better on a great piano, and this will help them to become better musicians. Equipment that is satisfactory and in good working order is necessary for effective teaching, allowing instruction without the distraction of old or improperly functioning equipment. Establishing regular and ongoing processes to implement best practices to meet ACCJC standards is supported because teaching and learning will become more effective.

Many of our CTE Commercial Music students take courses like MUS 21A/B (Group Piano), MUS 23, MUS 35, MUS 36, as well as all of our performance ensembles. They are asked to perform, rehearse, and record in recital and concert situations, and an industry-standard concert piano such as a Steinway B is essential for their success. Musicians who succeed in the real world need experience performing on the instruments they will encounter in the workplace.

Our music faculty perform regularly for students and the general public. The addition of this instrument will enhance professional development.

SECTION 3: EDUCATIONAL ITEMS – PROGRAM REVIEW

Specify the educational programs this equipment supports:

A Steinway B will support all performance ensembles - especially our chamber/smaller groups: Jazz Combos (MUS 17A/17B), Vocal East Jazz Ensemble (MUS 46A/46B), Chamber Choir (MUS 45) as well as smaller musicals the theater department might want to stage.

The performance piano will also be essential for smaller recitals for our piano classes: MUS 21A/B, MUS 31, MUS 28, MUS 18A/B. Our Applied Program (MUS 38), the cornerstone of our department, will use the performance piano for their final Juries, as well as recitals and masterclasses. Our composition program (MUS 19) will compose original chamber pieces featuring the piano which will be performed, rehearse, workshopped, and recorded on this instrument.

Guest artists who work with our students in almost all of our courses will be provided an alternative from the large main stage with this instrument. Some concerts are much more appropriate for a smaller space, but currently this isn't possible, because there is no adequate instrument.

The Dance and Theater Departments will be welcome to use the instrument for their events, rehearsals, and performances as well. Currently all of the performing arts programs have to fight for limited space in a very crowded schedule. Lastly, outside rentals will be able to rent the space as a small recital space, which will generate income for the college.

If this equipment is included in your Program Review, please include the exact wording. If equipment is not included, explain why:

"In 2017-2018, we made more use of our smaller performance spaces: the Black Box Theater and the Ensemble Rehearsal Room. These spaces are more intimate than the Main Stage, and with all the competition from Theater for the Main Stage, we were often forced to use the smaller spaces. The issue with this lack of performance space is that there is only one performance piano – the Steinway D in the Main Stage. The upright pianos we have in the Black Box and Rehearsal Room are inadequate for performances and recitals, and during our Vocal East/Jazz Combos Concert last year, we were forced to use an inadequate electronic keyboard. We continue to advocate for \$120,000 for Steinway 2016 Model B 7 foot piano – which would most likely reside mainly in the Rehearsal Room. The addition of this piano would be a huge incentive for students to enroll in our music programs, and with this addition, we would be very close to achieving the coveted All-Steinway School designation. "

SECTION 4: TEACHING AND LEARNING

Describe in detail the impact this equipment will have on teaching:

Teachers do their jobs more effectively when they have adequate equipment to teach with. A Steinway Model B is the standard in world class venues, and our faculty and guest artists will be able to demonstrate proper performance practice, piano-specific technique, and nuances that are impossible to model on lesser instruments. For example, when our ensembles rehearse, the instructor will be able to demonstrate excellent intonation, rhythm, and dynamic contrast more effectively with an excellent grand piano. Piano students will be taught to play with correct technique and voicing on a high quality instrument. Steinway & Sons pianos are recognized as the “state of the art” instrument both nationally and internationally. These instruments give our students the best chances at success in performance situations, competitions, and pursuing a career in music.

Describe in detail the impact this equipment will have on learning:

Music students take courses at LPC in order to learn to perform, rehearse, and practice at increasingly advanced levels. There is a plateau to how well one can play on an inadequate instrument. Acquiring an industry-standard performance piano will allow students to achieve their potential through learning, modeling, and excelling in coursework, practice, and performances. Students will be encouraged to practice more, and thus become better musicians.

Each academic year, this equipment will impact: 17-25 # of classes/sections 250-350 # of students

SECTION 5: OUTCOMES (SLOs)

Using your documented SLOs, specify how the equipment will enable student learning outcomes to be achieved.

SLO: Upon completion of MUS 17B, students will be able to analyze, interpret, and perform intermediate and advanced jazz repertoire in a combo setting.

Combos are smaller (chamber) performance groups, and concerts, rehearsals, and recording sessions should take place in more intimate venues than the Mertes Main Stage. This SLO is much harder to achieve on a poor quality instrument and in a larger venue.

SLO: (MUS 21B) Students will illustrate a mastery of course material through in-class performance.

This SLO is much more attainable if student pianists are performing on an industry-standard instrument like a Steinway B. The nuances achievable on a good instrument include pedal control, balance, voicing, dynamics, timbral effects, and acoustic properties. The equipment is needed for student success.

What are the consequences related to learning outcomes if request is not funded?

If we do not add this performance piano to our fleet, the Music Department will continue to have to battle for time and space in the Main Stage, as it currently houses the only adequate performance instrument. The addition of a Steinway B will open up many more performance opportunities for not only our department, but also Theater and Dance. If the request is not funded, LPC would be missing a vital opportunity to elevate the musicianship and standards of its ensembles, pianists, composers, guest artists, and accompanists. We would also be less likely to achieve the All-Steinway School designation, and would have less equipment for recruiting and marketing purposes.

SECTION 6: TOTAL COST OF OWNERSHIP (FINANCIAL & SUSTAINABILITY)

What is the potential life span of the requested equipment?

On average, an excellent performance piano model can last between 15-20 years with proper care, tuning, and maintenance.

If new storage is needed what are the storage requirements, location requirements, and costs associated with the new equipment: (NOTE: Specific storage costs should be detailed in the “Part A: Initial Start-up Costs” section below.)

N/A

If this equipment replaces old equipment but the old equipment will not be retired, are there on-going storage requirements, location requirements, and costs associated with the old equipment? If so, provide details.

N/A

What will be required to maintain the equipment, such as regular servicing or upkeep? (Specific on-going costs should be detailed in the “Part B: On-Going Annual Operating Costs” sections below as applicable.)

Tunings, voicings, and other piano maintenance will happen regularly throughout the year. We currently have Steinway technicians performing these services (Peter Acronico is the main technician we use.)

Explain how this equipment meets or exceeds basic sustainability efforts and/or provides renewable resources to the college:

Reduced string tension, soundboard is Sitka spruce (long lasting and extremely resonant). The patented Steinway technologies lend to long lasting instruments that hold up over time.

Within ten years, LPC has the option to receive 100% of the original purchase price in trade toward a new Steinway grand piano. Steinway is the top-level brand, Boston considered lower-end and more affordable.

SECTION 6: TOTAL COST OF OWNERSHIP (contd)

Part A: Initial Start-up Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Equipment or Materials	\$108,700	For much better Steinway B Option
Taxes (9.5%)	\$8080.33	
Shipping or Delivery Charge	\$395	Quote also includes less desirable Boston
Installation Costs *	N/A	Option. It is cheaper but not nearly as effective
Miscellaneous Costs:		
Facilities Modifications		There will be an additional discount for
Operator Training		trading in a Yamaha upright.
Maintenance & Repair Training		
Storage		Steinway prices increase 4-5% each January
Other: _____		
Vendor Discount	-\$21,740	
Grand Total:		\$95,435

*For items requiring installation, requesters are required to check with District Purchasing (Victoria Lamica) regarding District policies.

Part B: On-Going Annual Operating Costs

<u>Item</u>	<u>Cost</u>	<u>Comments</u>
Annual Service or Maintenance	\$500	Part of ongoing piano tuning. We have
Estimated Parts Replacement Per Year		requested this be incorporated into our
Outside Standardization or Calibration Costs		budget.
Storage Costs	N/A	
New Supply Costs	N/A	
Miscellaneous Costs:		
Maintenance & Repair Labor		
Other: _____		
Annual Operating Costs:		\$500

Indicate the source of funding for on-going annual operating costs:

Music Budget General Fund

SECTION 6: TOTAL COST OF OWNERSHIP (contd)

Part C: Incremental Labor Costs

OPERATOR:

Indicate the key operator: Music Faculty and Students

Is this in their current scope of duties? Yes

Indicate cost to train key operator (include in Initial Start-up Costs above): N/A

Indicate amount of time per month key operator will use equipment: 200 hours

MAINTENANCE & REPAIRS:

Indicate the person performing maintenance and repairs: Peter Acronico, RPT

Is this in their current scope of duties? Yes

Indicate cost to train for maintenance and repairs: N/A

Indicate amount of time per month maintenance will be required: 4 tunings per year

APPROVALS

Funded requesters will be expected to respond to a brief RAC feedback survey by a requested deadline. Requests for computer-related equipment and printers must be reviewed by the LPC IT Department.

Signatures:


Requester


9/12/18
Date

IT Department (if required)

Date


Dean/Manager

9/21/18
Date


Vice President

9/27/18
Date



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Vice President Signature



STEINWAY & SONS

June 7, 2018

To: Las Positas College/ Music Department

Below please find the quote on a new Steinway Model B and a new Boston GP215.

OPTION 1: Preferred Gold Standard Instrument:

1 Steinway Model B 7 foot	\$108,700.00
20% Institutional discount	-\$21,740.00
Cartage	\$395
9.25% sales tax	\$8080.33
Total:	\$95,435.33

OPTION 2: Cheaper but less effective instrument:

1 Boston GP215 7 foot	\$52,950.00
20% Institutional discount	-\$10,590.00
Cartage	\$395
9.25% sales tax	\$3954.83
Total:	\$46,709.83

*Steinway pianos come with a 5 year factory warranty and artist benches/ Boston pianos come with a 10 year factory warranty and matching benches/ One tuning is included for each piano after delivery

Thank you for this opportunity to serve your Students and Community.

Best,

Seromi Park

Institutional Sales Manager

Steinway & Sons 323.496.5990 spark@steinway.com

